

Want Ads.,
Agriculture,
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The Times



Dispatch

Financial,
Manufacturing,
Real Estate.

THE TIMES FOUNDED 1888.
THE DISPATCH FOUNDED IN 1860.

RICHMOND, VA., SUNDAY, OCTOBER 22, 1910.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

The Loosening Up in the
Money Market Scatters
Brilliance All Around.

ACTIVITY IN CITY AND IN SUBURBS

Rainy Weather Is No Dampener
When Money Is Plentiful.
Good Sales of Business Prop-
erty Are Recorded—Sub-
urbs Unusually Active.
Many Deals Closed.

It is not often that real estate men consider a rainy week a good one for business or in any way encouraging, but the past week was an exception to the rule that prevails in Richmond, where between the high center of the way of doing business right on the ground instead of in a modern real estate exchange, a downpour of rain any day in the week is calculated to put a real damper on business for the whole period of six days. Notwithstanding three and a half days of bad weather there was good business, unusually good, and all of the agents have become optimists—that is, nearly all of them. In the real estate business, as in any other branch of trade, or any other walk of life, there are pessimists and optimists, and the latter are always looking for a dark cloud somewhere between the high center of the heavens and the horizon, and to them the merest shadow looks mighty dark, but even these saw but little in the elements last week to justify pessimism.

It is true that the transactions really closed and finally wound up did not require all the figures in the multiplication table in order to be counted up, but business was good in the main, some most satisfactory sales being made both in the city and the suburbs and also in the matter of farm lands near the city, and a general breeze of optimism was noticeable.

Money is Much Easier.
Perhaps this was very largely due to the loosening up of the money market. It is no secret that the leading banks have given the real estate investors and the home buyers an inkling that money is now more plentiful than it was a few weeks ago, and that good real estate paper can be handled without any trouble.

It is agreed on all sides that the week just closed was more active than has been noticeable for at least two months past. This inquiry is not confined to any particular locality or to any particular class of buyers. Among the inquiries were men in search of home sites, some investors, speculators, suburban, investigators and farm buyers.

An evidence, and a mighty heartful evidence, of the improved feeling is the fact that notwithstanding bad weather every piece of property that was offered during the week at auction found a buyer, and not a single piece of Richmond or suburban dirt that went under the hammer was taken in after the auctioneer had gotten through with his singsong lecture on the same. This fact is regarded by agents and holders of property as a very encouraging sign.

Virginia Farms in Demand.
Another very encouraging sign as well as interesting sign of the times is the increased inquiry for farm lands in that part of Virginia that is convenient to the Richmond market. The encouragement is found in the fact that this inquiry resulted last week in a number of good sales. Rufus I. Gray, of the Wiles Land Company, made some handsome sales of farms. Four farms in Hanover brought him \$20,000, and another one in the same county much larger than either of the others, and more conveniently situated, brought \$70,000. A farm he sold near Glen Allen, in Henrico county, brought \$60,000, and another Henrico property sold by Mr. Gray brought \$20,000, making his sales for the week foot up \$142,000. He has been working on these sales for several weeks, probably several months, but they were finally consummated last week. Nearly all of the investors were out-of-State people, who have come to the old Commonwealth "to take pot luck with us." Three of the buyers are from the blizzard-cursed West.

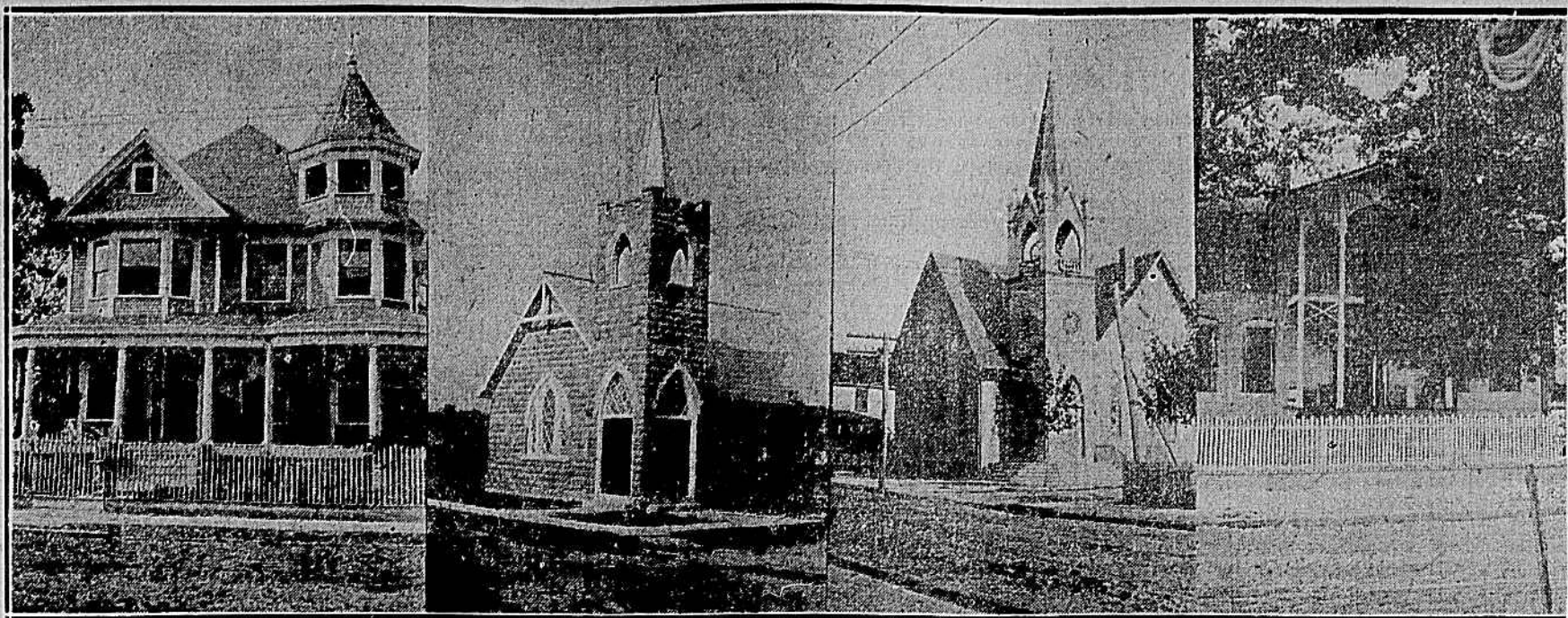
Richeson & Crutchfield also sold a fifty-acre farm in Louisa county, and a Westerner was the buyer. Amos & Fendexter also sold a farm, a very nice little farm near to Richmond. Casselman & Co. report active inquiry for farm lands and several good sales made during the week, and twice as many more probable sales put on the string that are probable to be consummated this week or maybe next week.

Good Business in Town.
Within the city limits business was very good. Henry S. Wallerstein, a man who knows a good thing in real estate when he sees it, was quite a large buyer the past week. He is a man who talks but little and does not always tell what is going on, but yesterday he was pumped by the man of news, and in one way and another he let out the following facts: He bought property at Fourteenth and Franklin Streets, consisting of two stores, which property has been held by one estate for the past forty-five years. Mr. Wallerstein proposes to improve this property and hold it for revenue. He also bought two plots of vacant property on Rosemont street, near Leonard street, and Park Avenue, in the Battle Abbey section. He also bought three pieces of property on Jefferson Street, between Broad and Marshall Streets. It is proposed by him to pull down the buildings on this property and erect three handsome stores.

All Over the City.
Blanton & Co. sold a good piece of business property on Church Hill, now occupied by one of the branch banks, which he got \$17,000. The purchaser, whose name is withheld, is an investor and will make no changes in the property. This firm also sold considerable West End property and \$10,000 worth of suburban dirt, run-

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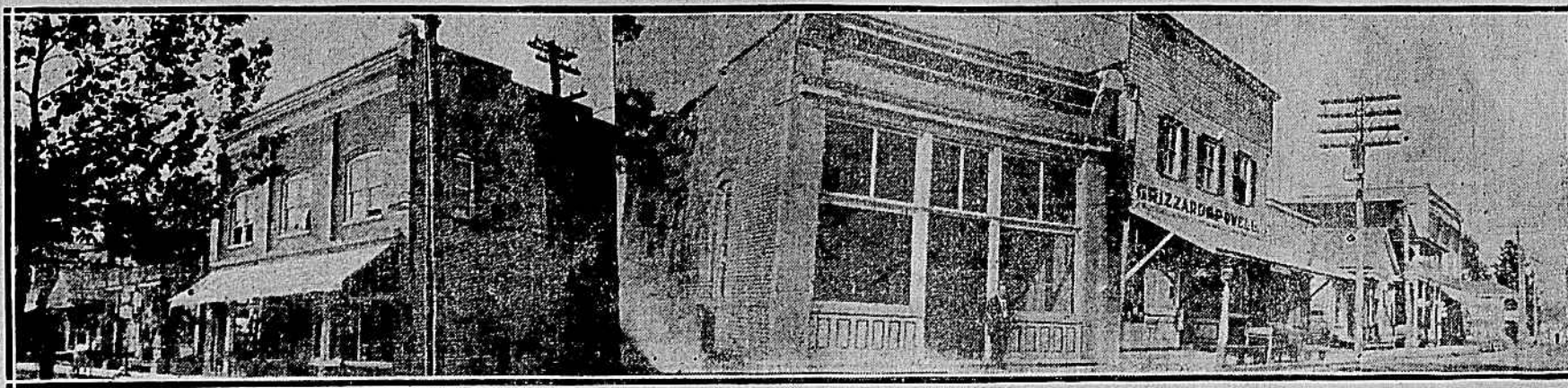
COSY LITTLE TOWN OF BOYKINS



W. W. WHITE'S NEW HOME.

TWO BOYKINS CHURCHES.

W. A. POWELL'S HOME.



A STREET SCENE.

FINE PROSPECTS FOR EMPORIA FAIR

Enlarged Attractions and Record-
Breaking Crowds Are Looked
For—Great Racing Events.

Emporia, Va., October 22.—During the past week the management of the Emporia Fair Association has received new encouragement from the country people in regard to their forthcoming exposition, which will open at the Fair Grounds within the corporate limits on the first day of November. There is no longer any doubt as to the exhibition of live stock, good horses, agricultural products and machinery. While the books will be kept open as long as possible and entries may be made up to the opening day the list is already sufficiently large to guarantee the finest exhibition the association has ever pulled off.

The racing events will be very fine, and it is now certain that this fair will make an exhibition of good horses that will be surprising to the natives. All of the surrounding counties will have most creditable exhibits.

The side attractions will be great, and two bands or music will keep everybody in a good, not to say a poetic, humor.

The unveiling of the Confederate monument, which will take place during the fair week, will attract a very large number of the old boys who wore the gray in the dark days of the sixties.

The military turnout will be immense, and the sham battle, for which the arrangements have been perfected by Major E. E. Goodwin, of the State militia, will be a most attractive feature.

With reduced rates and an ample train service on the three roads centering here, there now seems to be a certainty of a large attendance on the part of interested people living along the lines of the railways.

The races are expected to be the very best, the association has ever offered their patrons.

With good weather, it is expected the attendance will be of the record-breaking kind.

IN JOBBING CIRCLES.

Richmond's Wholesale Trade Was Never Better—Reaching Out for Larger Territory.
Every wholesaler in every line in Richmond is up to his chin in business, and expects to be for several weeks, perhaps several months to come. All of the traveling men now out, and all of them are out, are reporting good business and a lot of it. They are sending in the orders to prove their assertions. There are perhaps more travelers in the field now than there has been for years before. Some of them are in Southern and Southwestern territory that Richmond never before attempted to invade. Others are working in middle Western and far Western territory that has hardly been acquainted with Richmond, and all of these men who are seeking new worlds to conquer for Richmond are sending in large and attractive orders for all of the good things that Richmond makes and sells.

Orders by mail and orders brought in person by visiting merchants from the Carolinas are vastly more numerous and much larger than they were for the corresponding week of last year. These conditions apply to no one line of trade, but all of the jobbers in all of the lines are having the best autumn trade they have enjoyed for years.

More Road Bonds Agitated.
Highway Commissioner Wilson is advised that a meeting will be held of the citizens of the First District in Bedford county, on November 4, to consider a request for an election to authorize a bond issue for good roads. The amount contemplated is \$55,000.

GREAT CORN SHOW FOR OLD HALIFAX

Men and Boys to Compete for
Premiums Offered the Best
Corn Makers.

[Special to The Times-Dispatch.]
South Boston, Va., October 22.—The much talked of Halifax county corn exposition will be held here in the High School building on Saturday, October 23, and the entries by both men and boys will contest for the long list of premiums offered are already far beyond the expectations of the management. It may not be known to the outside world, but it is a fact nevertheless that Halifax county is right in the lead in the matter of corn growing under the new system of intensive farming. The boys' corn clubs of the county are probably more numerous in Halifax than in any county of the State, and their success has been simply wonderful.

The premiums, which will amount in cash and the cash value of articles offered to largely more than \$500, will go for acre yields, for smaller exhibits of white corn and yellow corn, for single ear exhibits, for dozen-ear exhibits and for various other sized exhibits.

Everybody May Contest.
While it was originally intended that this should be a boys' corn show, ample provision has been made for contests among the men, as the following classification will show:

- Class 1—Men's acre yield white corn.
- Class 2—Boys' acre yield white corn.
- Class 3—Men's ten ear white corn.
- Class 4—Men's single ear white corn.
- Class 5—Men's ten ear yellow corn.
- Class 6—Men's single ear yellow corn.
- Class 7—Boys' ten ears white corn.
- Class 8—Boys' single ear white corn.
- Class 9—Boys' ten ears yellow corn.
- Class 10—Boys' single ear yellow corn.

The men's and boys' premiums will be kept separate, but after the judging of the different classes the best of the men's and boys' corn will be placed together and the judge will award a sweepstake ribbon for the best ears of white, best ten ears of yellow, best single ear of white and best single ear of yellow in the show, whether it be men's or boys' corn.

Many Kinds of Premiums.

The list of premiums is a long one, consisting of cash prizes offered by the Board of Supervisors of the county, amounting to \$100, and other cash premiums from other sources, and then all kinds of premiums in kind offered by merchants and manufacturers of the county and elsewhere. These premiums "in kind" vary all the way from farm wagons, bull calves, pigs, Angora goats, high-bird chickens and hound puppies down to bags of fertilizer, Oxford Bibles and "attach-down" shoes.

Of course, there will be speakers here on the 23rd, and some of them will be well worth hearing, among them the Governor of the State.

TO ASK FOR BOND ELECTION.

Forest Depot Citizens Want Turnpikes Extended.

[Special to The Times-Dispatch.]
Lynchburg, Va., October 22.—At an enthusiastic meeting of representative residents of the Forest Depot section of Bedford county here yesterday afternoon, it was decided to present a petition to the next term of the Circuit Court at Bedford City asking for the calling of a special election for the voters to pass upon another bond issue, the proceeds of which are to be used in the extension of the Forest and Roanoke turnpikes further into Bedford county in the general direction of Bedford City.

ENLARGED SALES ON ALL THE MARKETS

Four Sale Days Per Week the Rule in Richmond.
New Sun-Cured Crop Shows Superior Quality.
Good Short Crop Pays Better than Large
Poor One—Virginia Burleys.

BY FRANK S. WOODSON,
Industrial Editor.
Beginning this week the sales of loose leaf tobacco will be the centre of attraction in the trade. Heretofore, since the opening of the season, there have been sales only on one day of the week (Friday), but commencing Tuesday morning there will hereafter be sales four days in the week and in some weeks five days.

There were good receipts on Friday last, and all five of the warehouses—the Davenport, which has heretofore confined its loose leaf business to the Surley, being now open for the sale of all types of the weed—had offerings. The total sales were something over 50,000 pounds of sun-cured leaf and a few thousand pounds of primings, being perhaps the last of the primings to be offered. The buyers were out in good force, and the bidding was spirited.

Some of the leaf on the floors was in very bad order, but all of it showed good quality, and the buyers and other experts expressed the opinion that the first large offerings prove that the crop of 1910 is far superior to that of 1909 in all respects except in size. The probability is that the crop will not weigh out in many pounds as last year's, but in quality it is better and will net the farmers more money.

Demand, Supply and Quality.

I had quite an interesting interview with a tobacco man, and he said: "We now know all about the Virginia crop of tobacco for this year, and we know it is what is called a good working crop, and we know it is selling in all of the Virginia markets at figures in advance of last year—selling well."

This shows that it is better and we know it is selling in all of the Virginia markets at figures in advance of last year—selling well. It is no doubt that the law of supply and demand and quality will always regulate the price.

This dealer continued, and as he continued he rather opened the eyes of the man of news, who was of the opinion that all the world looked to this country for its supply of tobacco. He said: "As the United States produces now only about 30 per cent. of the world's tobacco supply, which few of our people are aware of, and a large number of our people are aware of, it seems more necessary than ever to have our tobacco in such quality that it cannot be competed with by the inferior grades, which we all know comprises the bulk of the leaf tobacco made in other parts of the world."

Bright Outlook for the Grower.
"Leaf tobacco," continued this tobacco man, "has been selling well for some time, and the grower has been getting a big benefit from the improved prices. He will continue to get the same benefit all through the season in my opinion. At the same time the manufacturer has had to face these low prices for his raw leaf and an addition of 2 cents per pound in the matter of revenue tax on the manufactured article. There has been a still larger increase in the tax on cigarettes, but prices to the consumer have not been advanced at all on the issue of tobacco, or the leading brands of cigarettes. And all of this, too, comes in the face of the fact that a very heavy advance has been made in the prices of nearly

everything that we eat, wear or otherwise use.
Surely this is the day of recuperation for the Virginia tobacco growers if they are wise to take advantage of it.

The End of Pooling.

Business in package goods mostly in brights has been quite active for the past ten days or two weeks. Within that time many good, large, round lots have changed hands, and prices obtained by the sellers have been very satisfactory. The news that came last week through The Times-Dispatch, of the downfall of the Burley Pooling Society in Kentucky by the failure of the managers to get the Burley growers into the pool, was discussed by the tobacco men not a little. The consensus of opinion was that the failure to pool the crop of this year would prove a good thing all around. This way of selling tobacco through the "pool," the tobacco men say, is an abnormal, not to say absurd, way of doing business of any kind, and has proven very unsatisfactory to both growers and manufacturers of tobacco. There were some among the tobacco men, however, who thought not a little confused of one kind and another will be the result of the failure of the pool, and that for a few months at least, maybe for a year, the Burley situation will remain in a state of more or less confusion and uncertainty.

But Virginia Is serene.

In the meantime the growers of Virginia Burley, who have been in no way tangled up with the Kentucky troubles, have some mighty good Burley to put on the market within the next few months, and they have every reason to look for good prices for the same.

Speaking about Virginia Burley reminds me that a tobacco man who has been out in the rural districts taking notes said to me the other day: "I see you have been contending that only those Virginia farmers who happen to own limestone lands can grow the Burley successfully. I thought that way once myself, but this year has demonstrated that that is a mistake. Any good and really rich Virginia lands can grow the Burley if the grower knows how to manipulate it. You will see on the market before Christmas as the Burley as ever has cured that grew on Virginia rich lands that were not limestone. If any Virginia planter has good rich land and knows how to plant and work and cure the Burley he can make it all right."

Sales on South Boston Market.
[Special to The Times-Dispatch.]
South Boston, Va., October 22.—This market sold about the same quantity of tobacco this week as last week, which was about 900,000 pounds, at an average of 10 cents. The prices all the way through have been most satisfactory. Thirty-five dollars was paid for some wrappers during this week. The largest sale was on Tuesday, at which time nearly 335,000 pounds of the weed was disposed of.

Lynchburg Tobacco Market.
[Special to The Times-Dispatch.]
Lynchburg, Va., October 22.—John D. Oglesby of the Lynchburg Tobacco Warehouse Company (Inc.), makes the following report of tobacco sold on the Lynchburg market:

Sold week ending October 14, 60,000 pounds; sold week ending October 21, 53,500 pounds; decrease this week 6,500 pounds.

Sold from September 1, 1909, to October 22, 1910, 755,700 pounds; sold from September

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NEW INDUSTRIES OF PAST WEEK

Announcements Showing Wide
Scope of Development
in South.

[Special to The Times-Dispatch.]
Baltimore, October 22.—Illustrative of the scope of southern industrial development is the announcement in this week's issue of the Manufacturers' Record that the Whiting Manufacturing Co., of Asheville, N. C., and Philadelphia, Pa., which owns 90,000 acres of timber land in Graham county, N. C., has purchased the county seat, Robbinsville, with the exception of the court house and some church property, and expects to build there a three-band saw mill, a planing mill, dry kilns and a hardwood flooring plant.

Another notable railroad construction to open up its timber properties. The beginning of an expenditure during the coming twelve months of \$10,000,000 for additional terminal facilities at Texas City, Tex., was made in the authorization by the Texas City Transportation Co., of the construction of another warehouse, 100 by 750 feet; installation of another 500-kilowatt electric generator, erection of a depot and office building at the docks, laying of five miles more of yard tracks and purchase of twenty flat cars, two coaches and two switch locomotives, at an aggregate cost of \$250,000. Other announcements of the week were:

Atlantic Ice & Coal Corporation, Atlanta, Ga., has plans and has purchased most of the machinery and building materials for increasing the capacity and efficiency of its plants at Atlanta, Chattanooga, Rome, Augusta, Jacksonville, Macon, Albany and Columbus, at a cost of about \$33,000.

W. T. Carter & Brother, Houston, Tex., awarded contract for the construction of sawmill buildings to replace its plant destroyed by fire at Camden, Tex., buildings to be of concrete and steel, equipped with a 600-horse power steam plant and mill machinery with a daily output of 200,000 feet of lumber.

Pecos and Toyah Lake Irrigation Co., Pecos, Texas, filed its charter and plans construction of a system to irrigate 22,000 acres of land; \$1,500,000 is the capital stock.

Pittsburg-Virginia Coal Corporation, with capital stock of \$1,000,000, and Pittsburg-Virginia Development Corporation, with capital stock of \$100,000, both of Richmond, were incorporated with the same officers.

The Blackwater Co., Elkins, W. Va., was incorporated with \$250,000 capital stock to develop coal properties.

Charles Walker Refractories Co., Pittsburgh, Pa., announced plans for improvements to cost \$100,000 at its Wylam, Ala., plant, increasing daily capacity from 35,000 to 70,000 fire bricks.

St. Charles Land Co., Chicago, Ill., is planning the construction of a drainage system to reclaim 7,500 acres of land near Kenner, La.

Aldine Canning and Preserving Co., Aldine, Tex., was incorporated with a capital stock of \$150,000.

Ohio-Louisiana Plantation Co., New Orleans, La., was organized with \$300,000 capital stock, purchased swamp lands in La Fourche Parish and will reclaim the property.

Anchor Coal Co., with a capital stock of \$25,000, Anchor Mining Co., with a capital stock of \$50,000, both of Knoxville, Tenn., were incorporated with the same parties.

Genesee Lumber Co., Genesee, Ala., will erect a sawmill with a daily capacity of 75,000 feet of lumber.

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BOYKINS AND ITS COMMUNITY FAIR

A Splendid Town in
Southampton That
Has Great Future.

COTTON WEALTH; PEANUT CULTURE

Town With Wide Awake Mer-
chants, Good Banking Facili-
ties, First-Class Schools.
Many Churches—Miles of
Good Sidewalks—Fine
Back Country.

BY FRANK S. WOODSON,
Industrial Editor.

Boykins, Va., October 22.—Boykins is in Southampton county, in the very best part of this very fine old county, not far from North Carolina, and near to where the great surveyor, Byrd, drew the imaginary line which still separates Southampton county, in Virginia, from Northampton county, in North Carolina. Boykins is in that part of the old State where the birds sing the sweetest, the fish bite the oftenest, the corn grows the quickest, the bees make honey the sweetest, the cotton blooms the soonest, the peanuts grow the best, the fruits come the earliest, the girls are the prettiest, and the folks act the whitest.

At least that is the way a citizen of the town expressed the thing to me this morning when I asked him to tell me just how and where the town is situated.

This citizen may have been a little overenthusiastic, but I like a man who talks in superlatives about his own town, even if he does exaggerate the blanket, and I listened to this fellow with a great deal of interest. Of course, some of his crude superlatives will bear trimming, for there are some other mighty good towns in old Virginia ready to take issue with Boykins along these lines, but after spending a whole day and more here I am inclined to think this old fellow's eulogium does not require any great amount of trimming—not more than from 5 to 25 per cent. In some points not at all; for instance, about the peanuts and the cotton.

Unique Exposition.

Boykins is going to have a fair next week, a one-day fair, to be pulled off next Thursday, the 27th, and it is going to be something unique in the way of a fair. I have been to many recently about county fairs, and I hope the day is not far distant when every county in the State will have a fair, an agricultural and general development fair, a thing that will bring the people of the county together to swap news and to compare notes on the general subject of development, on good roads, on agricultural advancement, on agricultural progress, on industrial development, on educational progress, and on all the subjects of general good to the people, and all to the end that the folks may get better acquainted with each other and know each other better and get more sociable, all that kind of thing.

Some counties are so surrounded by railways and divergent interests and otherwise that they ought to have more than one annual fair. Southampton is one of such counties. It is a big county, and through its broad acres run the main lines of the great trunk lines of railway and two or three little branch roads. These lines divide the county up into several departments of interest, and maybe it would be a good thing to recognize about three different fairs in Southampton.

One of Them at Boykins.

Boykins, that is, several of its more enterprising citizens, have decided to have a fair this year, and they have named it a "community fair," and have gotten up an exhibition here for next week that will show to the home people what great things are being done and what the county and nearby counties are accomplishing as a sort of "community capital." This is a fair, of which Boykins is the capital, is not confined entirely to the south part of Southampton county, but extends into Greensville, Nansemond and Isle of Wight counties in Virginia, or parts thereof, and also into Northampton, Halifax, Hertford and Bertie counties, in North Carolina.

Of course, this "community fair" is but a starter looking to greater things that may next year be made it a permanent fair and a much bigger thing than it can hope to be for the first year.

Things That Are in Sight.
But it isn't going to be any small potatoes this year. It is true that the premium list is not of anything like such proportions as larger lists that have been offered by similar concerns, but it is of sufficient importance to attract a lot of local attention. In cash and in goods that are the equivalent of cash, the premiums run very close to \$300.

These premiums are offered for the best exhibits of the products of the region around about Boykins; that is to say, for various kinds and conditions of peanuts, cotton, corn, cattle, sheep, hogs, poultry, fruits of all kinds, horses, colts, mules, young and old, and various and sundry other things. Of course, the women folks are to be considered, and there are various kinds of preserves, pickles and other things that only the women folks know how to make attractive.

This fair will have no midway business and no horse races, and it will have one of the best bands in the State to make good music, and it will have a lot of side attractions that are not provided for in the premium list.

One of the highest premiums offered is a buggy that goes to the man or the woman who writes the best

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